

Message Text

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OECD PARIS FOR ENDERS AND JULIUS KATZ

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SUBJECT: PRODUCER/CONSUMER DIALOGUE

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SUMMARY. MFA CALLED IN EMBOFF JUNE 27 TO RECEIVE GOP AIDE-
MEMOIRE RESPONDING TO OUR EARLIER DEMARCHES ON LDC/DC
DIALOGUE AND THE CONSUMER-PRODUCER CONFERENCE. AIDE-
MEMOIRE WELCOMED "CONSTRUCTIVE" US INITIATIVES, AND LISTED
A NUMBER OF CONCRETE AREAS IN WHICH THE GOP WOULD LIKE TO
SEE THE PARIS CONFERENCE AND OTHER INTERNATIONAL MEETINGS
ON LDC/DC PROBLEMS REACH AGREEMENT. IN THE AREA OF RESOURCE
TRANSFER TO THE LDCS, THE GOP HOPES FOR AGREEMENT ON SEVERAL
LENDING MECHANISMS (A MORE PERMANENT THIRD WINDOW, IMF
TRUST FUND, FIFTH IDA REPLENISHMENT AND BETTER-ENFORCED DAC
TARGETS) AND

FOR A COMMITMENT BY OPEC MEMBERS TO KEEP THEIR AID UP TO
1974 LEVELS. AIDE-MEMOIRE ALSO PROPOSES SEVERAL MEASURES

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ENCOURAGING PRIVATE INVESTMENT IN LDCS, INCLUDING MULTI-
LATERAL GUARANTEES ON INVESTMENT. PROPOSALS ON TRADE
INCLUDE SEEKING OVERALL AGREEMENT ON THE PRINCIPLES WHICH
MIGHT GOVERN COMMODITY AGREEMENTS, STABILIZATION OF LDC

EXPORT EARNINGS, AND REMOVAL OF TARIFF BARRIERS AGAINST LDC EXPORTS (BOTH BY EXPANDING GSP AND GOING BEYOND GSP CONTEXT). AIDE-MEMOIRE ENDORSED US PROPOSALS ON FOOD AND AGRICULTURE. THERE WAS A RATHER FUZZY PARAGRAPH ON ENERGY, RECOGNIZING THE PROBLEM FACING THE US BUT REFLECTING TRADITIONAL GOP UNWILLINGNESS TO OFFEND OPEC COUNTRIES. AIDE-MEMOIRE ACCEPTED US IDEA OF COMMISSIONS TO STUDY THE VARIOUS SUBJECTS IN THE CONTEXT OF THE PARIS CONFERENCE, BUT SUGGESTED THAT THERE BE SOME FORM OF "ORGANIC LINK" - DELIBERATELY NOT DEFINED - BETWEEN THE COMMISSIONS. END SUMMARY

1. MFA ACTING DIRGEN (UN AFFAIRS) MUNIR AKRAM JUNE 27 CALLED IN ECON/COMM OFFICER TO RECEIVE GOP AIDE-MEMOIRE RESPONDING TO EMBASSY'S EARLIER DEMARCHES ON LDC/DC ISSUES AND ON CONSUMER-PRODUCER CONFERENCE. AKRAM SAID THAT BROADLY SIMILAR PROPOSALS HAD BEEN SENT TO THE PAKISTANI MISSION TO THE UN, WITH THE SEVENTH SPECIAL SESSION IN MIND, BUT APART FROM THAT THESE PROPOSALS HAD NOT BEEN ANNOUNCED PUBLICLY OR DISCUSSED WITH ANY OTHER GOVERNMENTS. ALTHOUGH THE AIDE-MEMOIRE ITSELF IS GEARED TO THE RESUMPTION OF THE PARIS ENERGY CONFERENCE, AKRAM SAID THAT THE GOP WAS MORE INTERESTED IN THE PROPOSALS THEMSELVES THAN IN THE FORUM WHERE THEY MIGHT BE DISCUSSED. TEXT OF AIDE-MEMOIRE FOLLOWS:

2. BEGIN TEXT. PAKISTAN HAS CONSISTENTLY ADVOCATED A COOPERATIVE APPROACH IN THE EFFORT TO ESTABLISH A NEW AND MORE EQUITABLE INTERNATIONAL ECONOMIC ORDER. IT THEREFORE WELCOMES THE PROPOSALS ADVANCED RECENTLY BY SECRETARY OF STATE KISSINGER FOR A RESUMPTION OF THE DIALOGUE BETWEEN THE DEVELOPING AND DEVELOPED COUNTRIES AND HIS CONCRETE IDEAS FOR PROMOTING DEVELOPMENT COOPERATION AND IMPROVED MANAGEMENT OF THE WORLD ECONOMY.

3. SOLUTIONS TO THE PRESENT ECONOMIC DIFFICULTIES ENCOUNTERED BOTH BY THE DEVELOPED AND THE DEVELOPING COUNTRIES CANNOT BE ACHIEVED WITHOUT THE EARLY IMPLEMENTATION OF INTER-LINKED MEASURES IN THE FIELDS OF TRADE, FINANCE AND DEVELOPMENT
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COOPERATION DESIGNED TO SIGNIFICANTLY EXPAND WORLD PRODUCTION, ESPECIALLY IN THE DEVELOPING COUNTRIES. AN EARNEST EFFORT IS BEING MADE AT THE UNITED NATIONS, IN THE CONTEXT OF THE PREPARATIONS FOR THE SEVENTH SPECIAL SESSION OF THE GENERAL ASSEMBLY TO SELECT SPECIFIC AREAS WHERE POSITIVE PROGRESS SHOULD BE MADE THROUGH DIALOGUE AND CONSENSUS. THE DEVELOPING COUNTRIES HAVE IDENTIFIED CERTAIN AREAS FOR PRIORITY ACTION. THE SUGGESTIONS OF THE U.S. GOVERNMENT COVERING THE AREAS OF FOOD, COMMODITIES, TRADE AND FINANCE, ARE CONSTRUCTIVE AND WILL GREATLY ASSIST IN EVOLVING AN AGREED FRAMEWORK FOR ACTION.

4. IT IS CLEAR THAT SOME STEPS CAN AND SHOULD BE TAKEN BEFORE OTHERS. THE CONFERENCE BETWEEN THE DEVELOPED AND THE DEVELOPING COUNTRIES SHOULD ADOPT DECISIONS FOR THE IMMEDIATE IMPLEMENTATION OF THOSE MEASURES WHICH ARE URGENTLY REQUIRED AND CAPABLE OF BEING TRANSLATED FORTHWITH INTO ACTION E.G. FOOD AID AND HELP TO THE POOREST COUNTRIES. THE CONFERENCE SHOULD ALSO FORMULATE POLICY COMMITMENTS AND GUIDELINES ON OTHER MEASURES TO BE IMPLEMENTED THROUGH THE UNITED NATIONS AND SPECIALIZED ORGANIZATIONS WITHIN A SPECIFIC TIME-FRAME E.G. COMMODITY ARRANGEMENTS, REMOVAL OF TRADE BARRIERS ETC. BEARING IN MIND THE U.S. PROPOSALS, PAKISTAN WOULD LIKE TO SUGGEST SOME CONCRETE IDEAS IN THE MAIN AREAS OF FINANCIAL RESOURCES, TRADE AND FOOD.

5. IT IS CLEAR THAT THE MOST URGENT ACTION REQUIRED IS TO MEET THE FINANCIAL NEEDS OF THE POOREST DEVELOPING COUNTRIES WHICH HAVE BEEN THE MOST SEVERELY AFFECTED BY THE DETERIORATION IN THEIR TERMS OF TRADE AND THE LACK OF ADEQUATE FINANCIAL ASSISTANCE. THEY REQUIRE SUBSTANTIAL ADDITIONAL FINANCIAL RESOURCES, ON HIGHLY CONCESSIONARY TERMS'S FOR BALANCE OF PAYMENT'S SUPPORT AND LONG-TERM DEVELOPMENT ASSISTANCE. THE CONFERENCE SHOULD REACH AGREEMENT ON THE FOLLOWING STEPS:

(1) ESTABLISHMENT, DQR AS LONGAS NECESSARY, OF THE PROPOSED "THIRDDWINDOW" TO PROVIDE AT LEAST \$1 BILLION ANNUALLY IN ADDITIONAL AID TO THE POOREST COUNTRIES;

(2) CREATION OF THE "SPECIAL TRUST FUND" OF 2 BILLION LIMITED OFFICIAL USE LIMITED OFFICIAL USE

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FOR BALANCE OF PAYMENTS SUPPORT TO THE POOREST COUNTRIES BY JANUARY 1976. WE WELCOME THE U.S. PROPOSAL TO UTILIZE PART OF THE PROFITS ON THE SALE OF IMF GOLD FOR THIS PURPOSE;

(3) AN EARLY REPLENISHMENT OF THE FIFTH IDA REPLENISHMENT AT A LEVEL WHICH IS AT LEAST SUFFICIENT TO OFFSET THE INCREASE IN PRICES;

(4) A COMMITMENT BY DAC MEMBER COUNTRIES TO ACHIEVE THE OFFICIAL DEVELOPMENT ASSISTANCE TARGET OF 0.7 PER CENT OF THEIR GNP BY 1980 AND WITHIN THIS TO INCREASE ASSISTANCE TO THE POOREST DEVELOPING COUNTRIES BY AT LEAST \$2.5 BILLION ANNUALLY (IN ADDITION TO MULTILATERAL AND OTHER SOURCES OF ASSISTANCE). EACH DAC MEMBER SHOULD INDICATE THE PHASES BY WHICH IT WILL ACHIEVE THIS TARGET;

(5) A COMMITMENT BY OPEC MEMBERS TO MAINTAIN THEIR ASSISTANCE TO DEVELOPING AT LEVELS REACHED IN 1974 AND TO INCREASE THIS IN ACCORDANCE WITH THE POSITION OF THEIR FINANCIAL RESERVES;

(6) A MORATORIUM ON THE REIMBURSEMENT OF DEBTS CONTRACTED BY THE DEVELOPING COUNTRIES UNTIL THE OBJECTIVES FOR WHICH THE DEVELOPMENT ASSISTANCE WAS GIVEN ARE ACHIEVED.

6. APART FROM THESE IMMEDIATE STEPS, THE CONFERENCE SHOULD ALSO GIVE DIRECTION AND IMPETUS TO THE NEGOTIATIONS UNDERWAY FOR THE REFORM OF THE WORLD MONETARY SYSTEM, ESPECIALLY AS REGARDS THE NEED TO ARREST SHARP CURRENCY FLUCTUATIONS, PROVIDE FOR A MORE STABLE MECHANISM TO TRANSFER FINANCIAL RESOURCES TO THE DEVELOPING COUNTRIES, AND TO ENABLE THEM TO PARTICIPATE MORE EFFECTIVELY IN THE MANAGEMENT OF THE INTERNATIONAL MONETARY ARRANGEMENTS.

7. FURTHERMORE, GOVERNMENTAL EFFORTS NEED TO BE SUPPLEMENTED BY THE CONTRIBUTION OF FOREIGN PRIVATE ENTERPRISE. THIS CAN FORM A SOURCE OF ADDITIONAL FINANCE AS WELL AS TECHNOLOGICAL TRANSFER AND INNOVATION. HOWEVER, AS INDICATED BY SECRETARY CISSINGER, THERE IS NEED FOR THE EVOLUTION OF A CONSENSUS ON THE CONDITIONS IN WHICH FOREIGN PRIVATE ENTERPRISE CAN PARTICIPATE IN THE DEVELOPING COUNTRIES. THE CONFERENCE COULD CONSIDER SOME SPECIFIC STEPS, SUCH AS MULTILATERAL GUARANTIES ON INVESTMENT, PRINCIPLES FOR REPATRIATION OF PROFITS AND COMPENSATION IN THE EVENT OF NATIONALIZATION, TO ENCOURAGE A MORE ACTIVE PARTICIPATION LIMITED OFFICIAL USE
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OF COMMERCIAL ENTERPRISES IN THIRD WORLD DEVELOPMENT.

8. AS REGARDS TRADE, THE CONFERENCE SHOULD CONSIDER THE FOLLOWING MEASURES:

(1) ADOPTION OF OVERALL GUIDELINES FOR NEGOTIATIONS ON INDIVIDUAL COMMODITIES DESIGNED TO ENSURE FAIR AND RENUMERATIVE PRICES FOR PRIMARY COMMODITIES, STABLE MARKETS FOR PRODUCERS AND ASSURED SUPPLIES FOR CONSUMERS, INCLUDING CREATION AND STRENGTHENING OF BUFFER STOCK FINANCING FACILITIES. THIS MAY RECONCILE THE "INTEGRATED" APPROACH SUGGESTED BY DEVELOPING COUNTRIES AND THE "CASE-BY-CASE" PROCESS ADVOCATED BY THE UNITED STATES. THE GUIDELINES

ON COMMODITIES WOULD NATURALLY BE GREATLY INFLUENCED BY THE DECISIONS REACHED IN THE NEGOTIATIONS ON ENERGY.

(2) APPROVAL OF A COMPREHENSIVE SET OF MEASURES, SUCH AS SUGGESTED BY THE UNITED STATES, TO STABILIZE THE EXPORT EARNINGS OF THE DEVELOPING COUNTRIES. THE PRINCIPLE OF MAINTAINING A BALANCE BETWEEN THE EXPORT AND IMPORT PRICES OF DEVELOPING COUNTRIES AND OF COMPENSATING THEM FOR FLUCTUATIONS IN THEIR TRADE BALANCE SHOULD BE EXPRESSLY RECOGNIZED. SUCH MEASURES SHOULD INCLUDE STEPS TO SUBSTANTIALLY IMPROVE THE IMF COMPENSATORY FINANCING FACILITY.

(3) AN AGREEMENT ON THE PART OF THE OECD COUNTRIES TO IMPROVE AND ENLARGE THE GENERALIZED SYSTEM OF PREFERENCES BY EARLY 1976, SO AS TO INCLUDE ALL AGRICULTURAL AND INDUSTRIAL PRODUCTS OF EXPORT INTEREST TO THE DEVELOPING

COUNTRIES AT ZERO RATES OF DUTY AND WITHOUT QUOTAS AND EILINGS OR OTHER RESTRICTIONS. THE GSP RULES SHOULD BE SIMPLIFIED AND HARMONIZED.

(4) THE ADOPTION OF A PROGRAMME, PHASED OVER THE NEXT 5 TO 10 YEARS FOR THE REMOVAL OF TARIFF AND NON-TARIFF BARRIERS AFFECTING THE EXPORTS OF DEVELOPING COUNTRIES, NOT INCLUDED IN THE G.S.P. PARITUCLAR EMPHASIS SHOULD BE PAID TO THE EARLIEST ELIMINATION OF TARIFFS AND QUOTAS WHICH DISCRIMINATE AGAINST THE DEVELOPING COUNTRIES AND THOSE WHICH PROGRESSIVELY ESCALATE AGAINST THE MANUFACTURED AND SEMI-MANUFACTURED EXPORTS OF THESE COUNTRIES. IN THE MEANTIME THE PRINCIPLE OF "STAND-STILL" SHOULD BE ADHERED TO STRICTLY.

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9. WE BROADLY ENDORSE THE U.S. PROPOSALS ON SHORT-TERM AND LONG-TERM MEASURES TO MEET THE WORLD FOOD GAP AND SPECIALLY WELCOME ITS READINESS TO CONTRIBUTE 4 MILLION TONS TOWARDS FOOD AID AND TO PARTICPATE IN THE SPECIAL AGRICULTURAL FUND. WE HOPE THE CONFERENCE WILL ENDORSE: THE 10 MILLION TON TARGET FOR WORLD FOOD AID; ESTABLISHMENT OF THE AGRICULTURAL FUND WITH INITIAL ANNUAL RESOURCES OF AT LEAST 1 BILLION; AND IMPLEMENTATION OF THE UNDERTAKINGS ON WORLD FOOD SECURITY. WE AGREE THAT THE ONLY DURABLE SOLUTION TO WORLD FOOD PROBLEMS IS LARGER PRODUCTION, ESPECIALLY IN THE DEVELOPING COUNTRIES. FOR THIS PURPOSE, THE POTENTIAL FOR RAPID AGRICULTURAL EXPANSION IN SOME DEVELOPING COUNRIES SHOULD BE FULLY EXPLOITED.

10. WE HAVE NOTED THE IMPORTANCE WHICH THE UNITED STATES PLACES ON THE NEED FOR AN AGREEMENT ON ENERGY QUESTIONS. BEING NEITHER A PRODUCER NOR A LARGE CONSUMER OF OIL, WE DO NOT WISH TO ADVANCE ANY SPECIFIC PROPOSALS ON THE MANNER IN WHICH THE POSITIONS OF THE INDUSTRIALIZED NATIONS AND OPECMEMBERS CAN BE RECONCILED. HOWEVER, WE REMAIN CONVINCED THAT A SOLUTION IN THIS AREA, WHICH SERVES THE IMMEDIATE NEEDS AND LONG-TERM INTERESTS OF ALL GROUPS OF COUNTRIES, IS NOT ONLY POSSIBLE BUT ALSO IMPERATIVE. THE OPEC MEMBERS, FOR THEIR PART, HAVE DECLARED THEIR READINESS TO REACH AN ACCORD IF THE DEVELOPED CUNTRIES PROVE MORE FORTHCOMING IN ASSISTING THIRD WORLD NATIONS IN THEIR DEVELOPMENT EFFORTS.

11. IT IS PARTLY FOR THIS REASON THAT PAKISTAN HOPES THAT THE CONFERENCE BETWEEN THE DEVELOPED AND THE DEVELOPING COUNTRIES WILL MAINTAIN AN OVERVIEW OF PROGRESS IN VARIOUS AREAS UNDER DISCUSSION. WE AGREE THAT SPECIFIC PROBLEMS SUCH AS ENERGY, COMMODITIES AND RAW MATERIALS AND ASSISTANCE TO THE MOST SERIOUSLY AFFECTED COUNTRIES WILL PROBABLY NEED TO BE EXAMINED IN SEPARATE "COMMISSIONS". BUT THERE

SHOULD BE AN ORGANIC LINK BETWEEN THESE COMMISSIONS.
OBJECTIVE CRITERIA SHOULD BE USED TO DETERMINE THE COMPOSITION
OF THESE COMMISSIONS. THIS WOULD HAVE TO BE CAREFULLY
PREPARED AND SHOULD BE DECIDED ON BY THE CONFERENCE ITSELF
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RATHER THAN BY THE PREPARATORY MEETINGS. ALTHOUGH MEMBERSHIP
WOULD HAVE TO BE LIMITED, IT SHOULD NOT BE AS RESTRICTIVE
AS THE PREPARATORY TALKS HELD IN APRIL BUT SHOULD BE ENLARGED
SOMEWHAT TO RENDER THE NEGOTIATIONS MORE REPRESENTATIVE
OF THE DIVERSE INTERESTS INVOLVED.

12. WE HOPE THAT THE CONVENING OF THE CONFERENCE WILL
NOT BE DELAYED BY THE ABSENCE OF AGREEMENT ON A PRECISELY
FORMULATED AGENDA. ALL THAT IS NECESSARY, AT THIS STAGE,
IS TO IDENTIFY THE BROAD ELEMENTS FOR DISCUSSION UNDER
EACH SUBJECT. THE CONFERENCE SHOULD BE CALLED BEFORE
THE SEVENTH SPECIAL SESSION OF THE GENERAL ASSEMBLY WHICH, IN THE ABSENCE
OF CONCRETE AGREEMENTS ON SOME OF THE
IMPORTANT AND URGENT ISSUES, MAY RESULT IN ANOTHER FRUITLESS
CONFRONTATION BETWEEN THE DEVELOPED AND THE DEVELOPING
COUNTRIES. END TEXT.

13. IN RESPONSE TO EMBASSY OFFICER'S QUESTIONS, AKRAM
PROVIDED THE FOLLOWING CLARIFICATIONS:

14. DAC TARGETS: REFERENCE TO ADDITIONALITY IS NOT A
PROPOSAL THAT THE TRADITIONAL METHOD OF CALCULATING
OFFICIAL DEVELOPMENT ASSISTANCE (ODA) BE CHANGED. THE GOP
IS SIMPLY PROPOSING THAT MONEY RAISED IN THE COMMERCIAL
MARKET NOT BE INCLUDED IN CALCULATIONS OF ODA. (WE ARE
NOT SURE WHY THIS IS BEING PROPOSED, SINCE THE GOP POSITION
DOES NOT APPEAR TO DIFFER FROM CURRENT PRACTICE.) INTEREST
RATE SUBSIDIES PROVIDED BY GOVERNMENTS FINANCING THE THIRD
WINDOW WOULD STILL, WITHIN THE GOP PROPOSAL, COUNT AS ODA.

15. DEBT MORATORIUM: EMBASSY OFFICER POINTED OUT THAT
AID REPAYMENT TERMS WERE SUBSTANTIALLY LONGER THAN THE
TIME REQUIRED TO REAP BENEFITS FROM AID PROJECTS. AKRAM
ACKNOWLEDGE THIS, BUT EXPLAINED THAT THE PROPOSAL WAS A
REFERENCE TO AID PROJECTS WHICH MIGHT BE UNSUCCESSFUL
OR SUBSTANTIALLY DELAYED. THE GOP WOULD LIKE REPAYMENT FOR
SUCH PROJECTS TO BE DELAYED AS WELL. (THIS PROPOSAL DID
NOT APPEAR TO HAVE BEEN THOUGHT OUT AS WELL AS SOME OTHERS.)

16. MONETARY REFORM: THE GOP REGARDS THE SDR-AID LINK
AS ONE POSSIBLE MEANS OF ACCOMPLISHING ITS OBJECTIVES IN
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THIS AREA, BUT NOT THE ONLY ONE. THE GOP IS AWARE OF THE U.S. POSITION ON THE LINK, AND HENCE DID NOT MENTION IT SPECIFICALLY.

17. PRIVATE ENTERPRIS: EMBASSY OFFICER EXPRESSEJ SOME SURPRISE AT PARAGRAPH ON ENCOURAGING PRIVATE FOREIGN INVESTMENT, PARTICULARLY PROPOSAL FOR MULTILATERAL INVESTMENT GUARANTEES. AKRAM SAID THAT WITH THE INCREASED AMOUNT OF ARAB MONEY SEEJING INVESTMENT OUTLETS, "DEVELOPING COUNTRIES" HAD BECOME MORE AWARE OF THE BENEFITY FOREIGN INVESTMENT COULD BRING THEM.

18. LINKAGE BETWEEN COMMISSIONS: AKRAM SAID THAT THE RATHER VAGUE LANGUAGE ON THE LINK AMONG THE COMMISSIONS WAS DELIBERATE. THE GOP WOULD NOT WANT TO SEE PROGRESS IN ONE AREA HELD UP BECAUSE TOO SPECIFIC A QUID-PRO-QUO HAD BEEN SET UP IN ANOTHER AREA. ON THE OTHER HAND, HE EVIDENTLY BELIEVED THAT LDCS HAD GAINED FROM OPEC TACTICS LINKING ENERGY CONFERENCE TO OTHER LDC ISSUES, GOP APPARENTLY DOES NOT WANT TO FORESWEAR THE POSSIBLE BENEFITS OF SIMILAR TACTICS DESPITE THE RATHER DIFFERENT TENOR OF NIAZ NAIK'S COMMENTS (REFTEL B). AKRAM WENT ON TO SAY THAT IF THE U.S. HAD "REAL CONCESSIONS" TO MAKE, THE U.S. MIGHT BE ABLE TO BENEFIT BY PLAYING THE SAME GAME, MAKING THEM CONTINGENT ON PROGRESS IN THE ENERGY TALKS AND THEREBY INDUCING THE POORER LDCS TO PRESSURE OPEC COUNTRIES. (WE SHOULD NOTE THAT AKRAM IS AN OLD UN HAND, INTERESTED IN THE TACTICS OF INTERNATIONAL MEETINGS, AND MAY HAVE BEEN SPEAKING OFF THE TOP OF HIS HEAD ON THIS POINT.)

19. COMMENT: THE TONE OF THE RESPONSE STUCK US AS MODERATE AND ENCOURAGING, AS DID THE INCLUSION OF SO MANY SPECIFICS. THE U.S. GOVERNMENT WILL CLEARLY HAVE PROBLEMS WITH SOME OF THE PROPOSALS, BUT IN SOME AREAS - NOTABLY FOOD AND AGRICULTURE - WE SEEM TO BE FAIRLY CLOSE TOGHETHER. EMBASSY OFFICER PROMISED TO GIVE AKRAM MORE SPECIFIC REACTIONS FROM WASHINGTON AS SOON AS THEY WERE AVAILABLE. WOULD APPRECIATE PARTICULARLY ANY INFORMATION DEPARTMENT CAN PROVIDE ON PROPOSALS IN WHICH U.S.-GOP COOPERATION SEEMS POSSIBLE.

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